ePro+™ Energy Management Comprehensive Solutions
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Establishing a Proactive Actionable Energy Plan to Enhance Muhlenberg Township's Long-Term Success

Details

Muhlenberg Township located in Berks County, Pennsylvania is a thriving residential and commercial township consisting of approximately 20,000 residents. A multi-faceted township, Muhlenberg includes expansive parks and recreation facilities, large residential communities, manufacturing, and retail and commercial businesses.

After benefiting from trusted advisors at SpyGlass for a proven technology expense management SnapShot Audit®, the township felt confident a **SpyGlass ePro+ energy management review** would ensure cost-effective energy-efficiency steps for the future.

Summary

- Upon initial review, the **ePro+** team found Muhlenberg Township was in a precarious position; their current energy supply contract was set to lapse in the coming months, and the energy market was at historic highs. The township's previous consultant had not taken an active approach when it came to long-term planning and cost avoidance.
- Electricity and natural gas supply rates were a mix of highly effective, unaddressed, and wildly ineffective.
- Muhlenberg Township's energy contract rates needed to be reviewed to assess current standings in the market and provide insight for immediate financial benefits and develop a forward-looking energy management roadmap.

Needs & Challenges

The township needed to secure competitive rates for both natural gas and electric utilities. In addition, they were searching for insight into a future system that helps visualize energy data, determine low or no-cost measures to decrease energy use, and explore other energy programs to reduce usage and mitigate risk.

It was recognized the township would benefit from an **ePro+ partnership** to develop updated retail agreements to secure the lowest possible costs in a volatile marketplace. The key opportunity for the township was to ensure their multiple energy accounts were consolidated to one decision maker in order to leverage their buying power and ensure effective future decisions. Once this was accomplished, the **ePro+** team sought to find a product for each commodity that would allow maximum flexibility, upside protection, and downside opportunity.

The ePro+ Comprehensive Quadrant Advantage

RETAIL SUPPLY
A no-cost electricity and natural gas supply, delivery, tax, and tariff assessment

EFFICIENCY
We determine low or no-cost measures to decrease energy use immediately

ENHANCE
Explore other energy programs to lower energy costs and mitigate risk

IMPLEMENT
The **ePro+** team actively monitors and implements ongoing energy strategies

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The Solution

The **SpyGlass ePro+ energy management service** led by industry veterans tapped into an assembled network of vetted energy suppliers and released a Request for Proposal (RFP) to all major retail energy suppliers. This approach ensured key points and pricing options were delivered to Muhlenberg in a timely manner. The **ePro+** service began making a difference for the township on day one, assembling all data, plotting current contractual and rate details, testing the market, and designing a long-term plan.

"I would recommend the SpyGlass ePro+ service for the simple fact that they will save you money for little effort on our end. You don't pay them directly when it comes to the energy rate management process, and the most pleasant surprise was the amount of money we'll be saving."

- Joe Mench,
Assistant Township Manager and Director of IT and Communications, Township of Muhlenberg

The Outcome

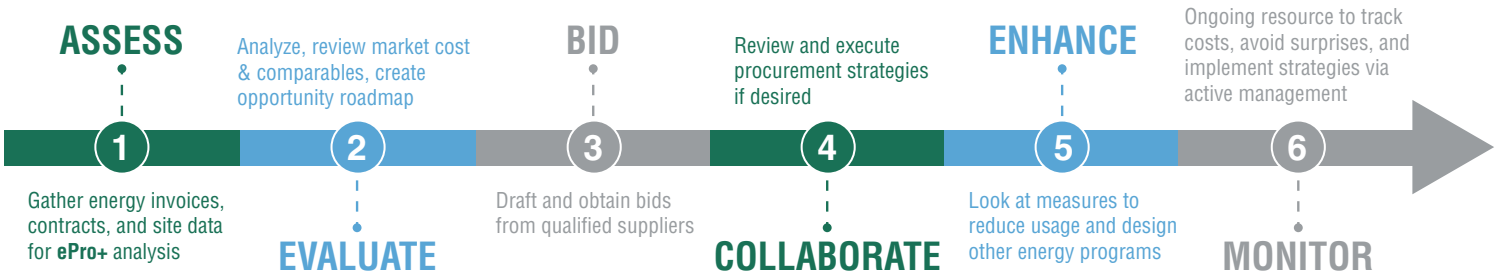
Muhlenberg Township last purchased energy supply products at a time of historic market lows, making any forward look seem unattractive to an untrained eye. The township's prior energy management consultant failed to set the municipality up for future success, acting in a reactionary manner. The township chose to make a change by entrusting ePro+ by SpyGlass, and chose variable rates with a set price-lock feature for future energy supply needs. The professionals at ePro+ will actively manage the township's energy activity moving forward to determine the next best time to lock prices.

By taking the **ePro+** approach, the township avoided two major mistakes that plague retail energy customers:

1. Being reactionary and locking into an extremely high set of rates, and/or
2. Returning to a default utility option resulting in a laissez-faire approach which would yield both unpredictable and high energy supply rates.

The ePro+ Process

With an assembled network of vetted energy suppliers, contractors, installers, and analysts led by industry veterans, the SpyGlass **ePro+** energy management service makes a difference on day one.



Ready to reduce energy costs and optimize for the future? Talk with an **ePro+** Management Service advisor today.